

EXHIBIT 31

1 UNITED STATES DISTRICT COURT
2 FOR THE WESTERN DISTRICT OF WASHINGTON AT SEATTLE

3
4) Case No.
IN RE VALVE ANTITRUST LITIGATION) 2:21-cv-00563-JCC
5)
6

7 VIDEO-RECORDED DEPOSITION UPON ORAL EXAMINATION OF
8 RICKY UY

9 **HIGHLY CONFIDENTIAL - ATTORNEYS' EYES ONLY**
10

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12
13 9:04 A.M.
14 OCTOBER 24, 2023
15 701 FIFTH AVENUE, SUITE 5100
16 SEATTLE, WASHINGTON
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24 REPORTED BY: CARLA R. WALLAT, CRR, RPR

25 WA CCR 2578, OR CSR 16-0443, CA CSR 14423

A P P E A R A N C E S

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ALSO PRESENT:

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CHRIS SCHENCK, Valve in-house counsel

I N D E X

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1 where you would rather have -- as a game developer,
2 where you would rather have 200,000 people where you
3 made -- 200,000 people playing your game where you had
4 \$6.3 million worth of revenue versus 1.6 million people
5 playing your game at significantly more revenue?

6 A. Well, I don't want to hypothesize and come up
7 with a fabricated example, but I can say that it's very
8 complicated how the different business models are. And
9 building a community that's happy and satisfied with
10 the products and feels that they've received a lot of
11 value is important for the long-term health of the
12 company.

13 Q. Okay. I apologize, we're going to go off the
14 record for a couple minutes. I need to -- just a
15 second.

16 MS. BROZ: Okay.

17 THE VIDEOGRAPHER: We are going off the
18 recovered at 4:03.

19 (Break from 4:03 p.m. to 4:10 p.m.)

20 THE VIDEOGRAPHER: We are back on the
21 record much the time is 4:10. Please proceed.

22 Q. (BY MR. RUBIN) Mr. Uy, as a game developer,
23 what considerations do you take into pricing a game?

24 A. The profitability, there's a certain cost of
25 investment to develop the game, and, generally, want to

1 make more than that cost in the long run. The value to
2 customers that they're receiving should feel like
3 they're getting the right value.

4 And it's -- it's truly case-by-case specific.
5 Like over the life span of a game, how we might price
6 something might, for example, be dependent on if
7 there's a sequel in that series, could be advantageous
8 to drop the price a lot before there's a sequel so that
9 more people are attracted and the game is fresh in mind
10 to play the second one, for example.

11 Q. You said one of the things you take into
12 consideration is the cost of developing the game and
13 recouping that cost; is that fair?

14 A. Yes.

15 Q. After a game is developed, what's the variable
16 cost of shipping a copy of the game?

17 MS. BROZ: Objection to the form.

18 A. There's -- it depends on how you're
19 distributing the game.

20 Q. (BY MR. RUBIN) That's fair.

21 What's the variable cost of distributing a
22 game on Valve?

23 MS. BROZ: Objection to the form.

24 A. On Steam.

25 Q. (BY MR. RUBIN) On Steam.